



Tri-State Sound & Light, LLC  
703 2nd Avenue SW  
Onalaska, WI 54650  
608-781-6855  
sales@tristatesound.com  
www.tristatesound.com

La Crosse Center  
300 Harborview Plaza  
La Crosse, WI 54601  
608-783-3790

Qty	Description
4	WUXGA 3LCD Projector

Exempt Subtotal: \$15,036.48  
0 % Tax: + \$0.00  
**TOTAL: \$15,036.48**  
Deposit Balance: \$0.00  
Balance Due: \$15,036.48

**WHAT IS NOT INCLUDED IN ESTIMATE?**

Customer agrees to provide related electrical work and piping (conduit) as necessary and per Tri-State's instruction. All electrical work shall be completed before install can commence. Tri-State is not responsible for any and all foreseen and unseen costs of labor or material prior or post installation due to required modifications of the building, building fixtures, and/or furniture to complete installation to spec. \_\_\_\_\_

**PRE-EXISTING EQUIPMENT:**

If Applicable, unless otherwise noted, all existing equipment shall remain the property of Customer.

**TERMS:**

Quote valid for thirty (30) days.  
50% deposit required. Net 30 days on balance with approved credit from day of completion.  
No Credit Card payments will be accepted.  
A Sales Agreement is required with any deposit.  
All hardware items listed subject to availability.  
All other applicable releases must be submitted (signed and dated) before work can begin.  
All returns are subject to a 25% restocking fee. All sales final after 10 days.  
**ALL EQUIPMENT REMAINS PROPERTY OF TRI-STATE**

## Salzwedel, Kris

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**From:** Fahey, Art  
**Sent:** Wednesday, October 14, 2015 11:12 AM  
**To:** Salzwedel, Kris  
**Subject:** RE: Projector Quotes

Kris,

From the numbers we had been talking about this seems to be the "little" one for a quote. The numbers we had talked about were closer to \$9,000 per unit???

Art

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**From:** Heeb, Mike  
**Sent:** Wednesday, October 14, 2015 10:52 AM  
**To:** Salzwedel, Kris  
**Cc:** Fahey, Art  
**Subject:** Projector Quotes

Kris,  
Attached are my two quotes.

The PDF is from CDW-G.com.

The screenshot below is from Amazon.com

Both prices would scale up based on quantity purchased – there is no discount for volume purchasing.

Per the initial email from Andy the price difference between CDW and Tristate is just over \$300/unit.

Based on the facts that they did the leg work to recommend this model for your environment and that they are a local vendor with local support it would be preferable to purchase through them instead of a mail order outlet.

	Price (Single Unit)			2	3	4
	Base Price	Shipping	Total Cost			
Amazon.com	\$4,899.00	\$0.00	\$4,899.00	\$9,798.00	\$14,697.00	\$19,596.00
CDW-G.com	\$3,759.12	\$0.00	\$3,759.12	\$7,518.24	\$11,277.36	\$15,036.48
Tri-State						